

Verdiem Partners with Zycko for First UK Distribution Deal

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17 January 2012, London and Seattle ? Zycko, the pan-European value-added distributor of leading edge IT solutions has added IT energy management and efficiency specialist Verdiem to its distribution portfolio. The new partnership allows Zycko?s resellers to help customers further optimise their IT estates, by intelligently managing the power state of business IT devices, resulting in energy savings of up to 60 per cent.

Verdiem recently launched its latest power management platform, Surveyor 6. It is designed to manage the power states of office equipment, and network devices running Cisco EnergyWise. It provides a heterogeneous overview of all the devices in an IT environment allowing administrators to intelligently manage the ?sleep? patterns of equipment based on its actual usage. The Surveyor 6 also includes ?Wake-on-WAN?, a feature designed to help IT managers schedule maintenance and test procedures, without having to leave equipment on that isn?t being used.

Darren Sheppard, manager of vendor solutions at Zycko, notes: ?We evaluated a series of energy saving solutions and Verdiem stood out as best-in-class. This year we will continue to focus on optimising the IT estate. Verdiem?s Surveyor 6 does this with impressive power savings that can deliver ROI in as little as three months, in addition to a significantly reduced carbon footprint. It allows for intelligent management of resources which in turn prolongs the life of equipment and reduces the amount of money spent on maintaining it. It also accurately displays underutilised resources, allowing the IT manager greater network control.?

Verdiem?s president and CEO John Scumniotales comments: ?In Zycko we recognise a channel partner that?s committed to optimisation and doing more with less; this makes them a natural fit for Verdiem. Zycko?s true value added approach appealed to us, as we wanted to work with a distributor that understands the importance of educating its channel partners in the ROI and carbon savings that are achievable with Surveyor 6.?

Verdiem recently announced it had saved South Essex Partnership University NHS Foundation Trust £10,000 and carbon savings of approximately 30 tonnes in the first phase of a new Surveyor 6 implementation. Verdiem also works with Cadbury and has been crucial to its Purple Goes Green initiative, which saw Cadbury committing to cutting its carbon emissions by 10 percent in 2011 and 50 percent by 2020.

About Zycko

Zycko is an international value-add distributor of leading-edge IT solutions, covering technology areas for every part of the business IT infrastructure, including: data networking, data storage, virtualisation and data centre infrastructure. Through extensive technology and marketplace knowledge, Zycko executes the due diligence necessary to select leading-edge strategic partners and technologies that give our customers an opportunity to differentiate in a crowded market, through first-class proven solutions.

Zycko's provision of leading-edge IT products and logistics management is supported by true value add professional and business services - such as pre-sales expertise, technical support, custom configuration, an industry-leading accredited training programme, full demonstration and proof of concept facilities, financing, waste management, and in-house marketing support. These vital services enable our customers to quickly deliver profits and invest in new market opportunities.

Zycko's strategic partner base includes world-class companies and next generation technologies such as Aastra, Asigra, Eaton, ExaGrid, FalconStor, Force10 Networks, Hitachi Data Systems, Huawei Symantec, LifeSize, Meru Networks, Overland Storage, PowerDsine, ProLabs, Riverbed, Snom, SmartOptics, Spectra Logic, Talari, Tintri, USystems, Verdiem, Vyatta and Xsigo.

Zycko is privately held and has been profitable since inception in 1999; it operates from 14 offices on 4 continents.

Zycko works extensively with its channel partners, delivering high value and excellent customer care.

Zycko is the channel partner of choice for IT solutions providers.

For more information visit: www.zycko.com ^[1]

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